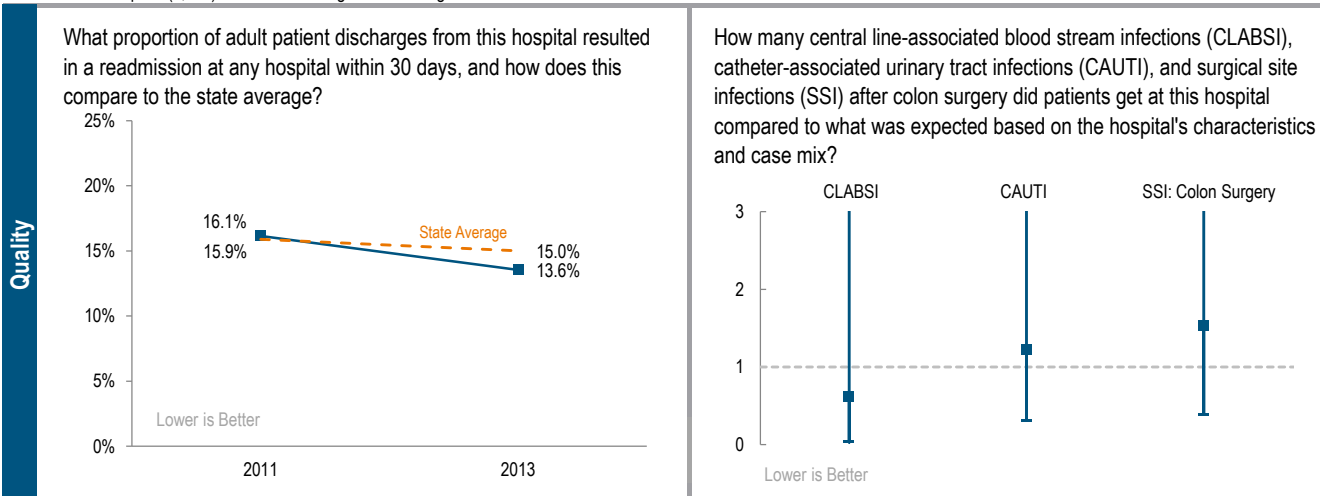
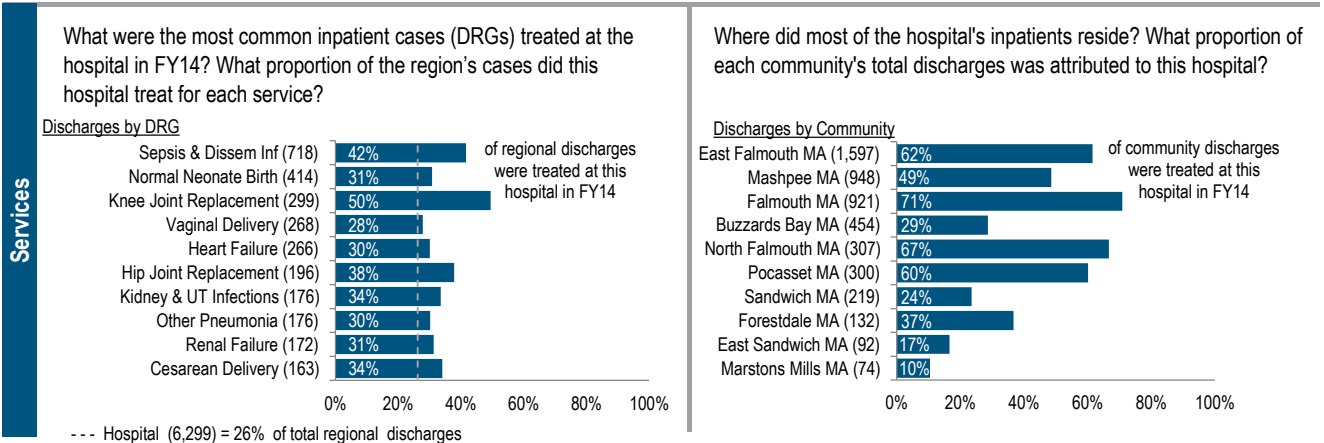


Falmouth Hospital is a mid-size, non-profit community-Disproportionate Share Hospital (DSH) located in the Cape and Islands region. It is a member of the Cape Cod Healthcare system. Between FY10 and FY14, its inpatient discharges decreased 5.7%, compared with a median decrease of 9.4% among cohort hospitals. Outpatient visits increased 3.8% in that same period, while there was a median decrease of 3.6% in its cohort. Falmouth Hospital earned a profit each year from FY10 to FY14, and earned a 9.1% total margin in FY14, compared to a cohort median total margin of 5.3%.

At a Glance	Overview / Size	
	Hospital System Affiliation:	Cape Cod Healthcare
	Change in Ownership (FY10-FY14):	Not Applicable
	Total Staffed Beds:	103, mid-size acute hospital
	% Occupancy:	67.1%, > cohort avg. (66%)
	Special Public Funding:	Not Applicable
	Trauma Center Designation:	Not Applicable
	Case Mix Index:	0.99, > cohort avg. (0.85); < statewide (1.00)
	Financial	
	Adjusted [†] Cost per Discharge:	\$9,930
	Inpatient NPSR per CMAD:	\$10,441
	Change FY13-FY14:	15.1%
	Inpatient:Outpatient Revenue in FY14:	30%:70%
	Outpatient Revenue in FY14:	\$85,472,311
	Change FY13-FY14:	-2.3%
	Total Revenue in FY14:	\$158,573,734
	Total Surplus (Loss) in FY14:	\$14,405,976
	Payer Mix	
	Public Payer Mix:	69.1% (DSH* Hospital)
	CY14 Commercial Payer Price Level:	75th Percentile
	Top 3 Commercial Payers:	Blue Cross Blue Shield of Massachusetts Harvard Pilgrim Health Care Tufts Associated Health Maintenance Org.
	Utilization	
	Inpatient Discharges in FY14:	6,299
	Change FY13-FY14:	-3.7%
	Emergency Department Visits in FY14:	35,457
	Change FY13-FY14:	-3.5%
	Outpatient Visits in FY14:	47,944
	Change FY13-FY14:	0.3%
	Quality	
	Readmission Rate in FY13:	13.6%
	Change FY11-FY13 (percentage points):	-2.6%
	Early Elective Deliveries Rate (Jan 2014-Jun 2015):	Not Available



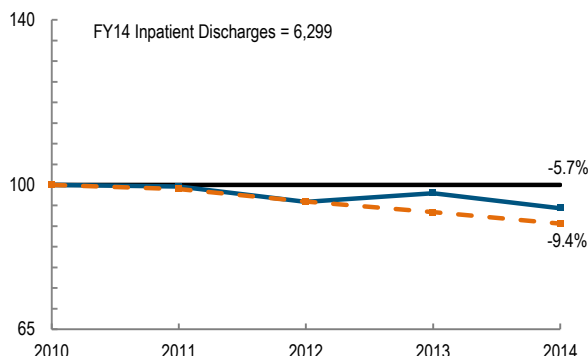
For descriptions of the metrics, please see the technical appendix.

2014 HOSPITAL PROFILE: FALMOUTH HOSPITAL

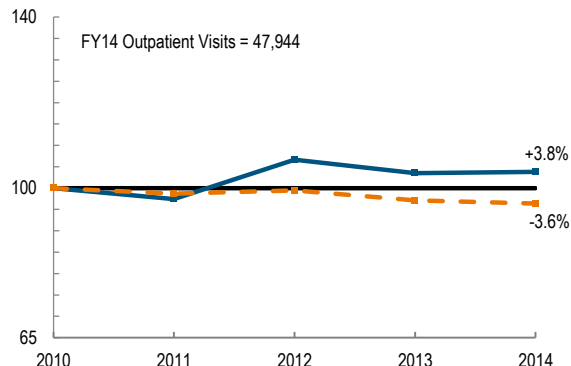
Cohort: Community, Disproportionate Share Hospital

Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY10, and how does this compare to the hospital's peer cohort median? (FY10=100)

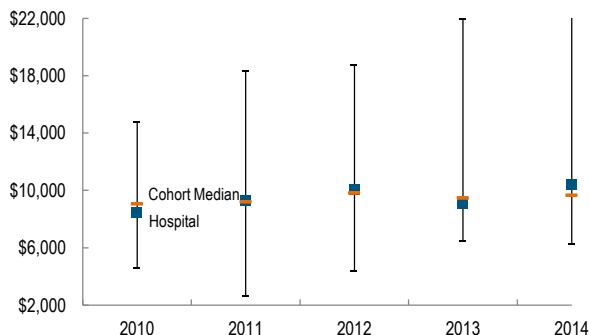


How has the volume of the hospital's outpatient visits changed compared to FY10, and how does this compare to the hospital's peer cohort median? (FY10=100)

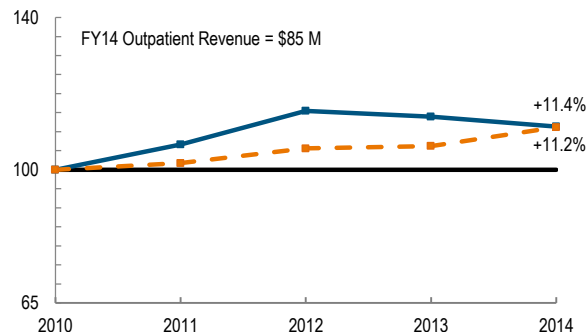


Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY10 and FY14, and how does this compare to the hospital's peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY10, and how does this compare to the hospital's peer cohort median? (FY10=100)



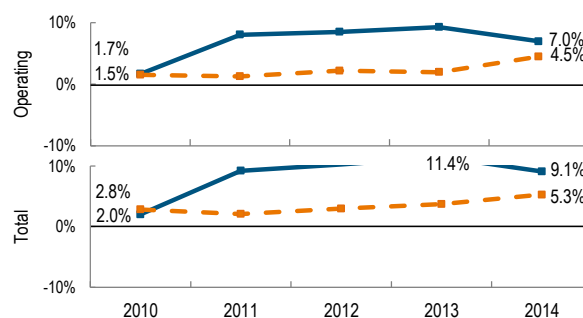
Financial Performance

How have the hospital's total revenue and costs changed between FY10 and FY14?

Revenue, Cost, & Profit/Loss (in millions)

FY	2010	2011	2012	2013	2014
Operating Revenue	\$ 134	\$ 147	\$ 156	\$ 150	\$ 155
Non-Operating Revenue	\$ 0	\$ 2	\$ 3	\$ 3	\$ 3
Total Revenue	\$ 134	\$ 149	\$ 159	\$ 154	\$ 159
Total Costs	\$ 131	\$ 135	\$ 143	\$ 136	\$ 144
Total Profit (Loss)	\$ 2.7	\$ 13.7	\$ 16.2	\$ 17.6	\$ 14.4

What were the hospital's total margin and operating margins between FY10 and FY14, and how do these compare to the hospital's peer cohort medians?



For descriptions of the metrics, please see the technical appendix.

* Disproportionate Share Hospitals (DSH) receive a minimum of 63% of gross patient service revenue from public payers.

† Costs were adjusted to exclude direct medical education costs and physician compensation.

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